

# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

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*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))*

*Vol. 38 June 2004*

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## INCUBATOR NEWS

### **Emerging Technology Center (ETC) Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

#### *New Tenants:*

- **Nora, LLC** – Chris McClain, managing partner; Dr. Darryl Carter, medical director  
**Nora** is a healthcare startup company that provides highly specialized diagnostic services and treatments for infertility. The company's main focus is to apply recent innovations in the emerging field of reproductive immunology to diagnose and cure immune-mediated miscarriage.
- **Optimal Solutions Group, LLC** – Mark Turner, founder and president  
**Optimal Solutions Group** is an economic and policy analysis consulting firm that supplies program evaluation, cost-benefit/effectiveness analysis, custom econometric modeling and market analysis to both the public and private sectors.
- **TX2 Systems, Inc.** – Juan Tosani, founder and CEO

**TX2 Systems** provides software that helps large organizations manage mergers and acquisitions. The software improves due-diligence, streamlines post-deal transitions, manages project details and documents, and guides workflow.

***New and Noteworthy:***

- **VISICU** recently announced that two more healthcare facilities will implement its eICU technology: University of Pennsylvania Health System in Philadelphia, and Aurora Health Care in Milwaukee, Wisc. eICU enables intensivists and nurses to monitor and care for ICU patients through a centralized, high-fidelity telemedicine network.
- **Sensics** announced that it recently received a \$13,000 investment award from a group of well-known mid-Atlantic investors. The investment, in the form of convertible debt, was awarded to Sensics following President Larry Brown's presentation at the Early Stage Capital Forum in Washington, D.C., in February.
- **Expression Pathology, Inc. (EPI)** has obtained \$300,000 in funding from early stage angel investors, the Maryland Department of Business and Economic Development (DBED) and TEDCO's Maryland Technology Transfer Fund (MTTF). The funds will support further development of the company's novel tissue analysis tools. EPI develops products and services that enable sensitive, quantitative high-throughput analysis of proteins in tissue.
- **Salar, Inc.**, which provides wireless clinical documentation and compliance systems for healthcare professionals, announced that it has partnered with Johns Hopkins Hospital to validate and quantify the benefits of its next-generation product, Compliance+™. Salar and Johns Hopkins staff will work together to test the quality, efficiency, accuracy and revenue realization of the product in preparation for its production release. Compliance+™ is a Tablet-PC-based clinical documentation and billing system for inpatient care.

## **Maryland Technology Development Center (MTDC)** **Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

***New Tenant:***

- **NeoGenix Oncology, Inc.** – Dr. Andy Bristol, vice president for research  
**NeoGenix Oncology, Inc.**, is a research and development company that develops and commercializes antibody products for the diagnosis and therapy of advanced lung, colorectal and ovarian cancers.

***New and Noteworthy:***

- **Advanced Vision Therapies (AVT)** was one of three winners of the second annual Early Stage Venture Competition held in Washington, D.C. last month. AVT, which is developing technologies for the treatment for major sight-threatening diseases, was selected on the basis of innovation and business viability.
- **Synergy America, Inc. (SynAm)**, recently presented the pre-clinical results of its most advanced pneumococcal conjugate vaccine program at the International Symposium on Pneumococci and Pneumococcal Diseases in Heskinki, Finland. SynAm demonstrated that the new vaccine they are developing can offer a broad coverage of bacterial strains with higher potency than is currently available on the market. The company is currently discussing collaboration and licensing opportunities with several big vaccine companies.

## **techcenter@UMBC** **University of Maryland Baltimore County**

[www.umbc.edu/techcenter](http://www.umbc.edu/techcenter)

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New Tenant:***

- **TechGuard Security, LLC** – Suzanne Magee Joyce, president  
**TechGuard** is a global provider of innovative networking and security solutions, security product development, system integration, project management and network security services. The company is funded by the National Institute of Standards and Technology (NIST).

***New and Noteworthy:***

- **Lt. Governor Michael S. Steele** recently accompanied UMBC representatives and local and state economic development officials for a tour of UMBC's Research and Technology Park, techcenter@UMBC and the University's emerging technology facilities. The Lt. Governor visited with several incubator companies, including Cognate

Therapeutics, Next Breath, Epitaxial Technologies and TechGuard Security.

## **Technology Advancement Program (TAP)**

**University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Sarah Djamshidi, email: [sjam@umd.edu](mailto:sjam@umd.edu)

### ***New and Noteworthy:***

- **Thermal Analysis Partners**, which provides innovative software tools for the design of systems and components, has secured a long-term project with one of the leading HVAC companies in the industry. Additionally, the company has launched a new series of annual literature review publications that will review and highlight the latest developments in emerging building technologies.
- **Innovative Biosensors**, which develops and manufactures rapid, portable testing systems for the detection of pathogens, has been awarded a Maryland Industrial Partnerships (MIPS) grant of \$112,000. The company also has added two new full-time employees, a vice president of operations and director of assay development.
- **ProteinOne**, a proteomics biotechnology company that catalogs, develops, customizes and markets purified, biologically-active proteins and protein array platforms, has established a new distribution channel in China.
- **StreamCenter**, an Internet Webcast catalogue store that produces, catalogs and distributes streaming media segments of various association conferences, has signed on two new organizations as customers. The company also has added another full-time employee to its technical staff.

### ***Graduate News:***

- **Digene Corp.**, which integrates science and technology to create and provide advanced testing systems for human healthcare, announced that it has received U.S. Food and Drug Administration (FDA) approval for the Rapid Culture™ system application that allows high throughput testing with the company's hc2 High-Risk HPV DNA TEST™. Digene's test for human papillomavirus (HPV) is the only such test approved by the FDA.

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## **UPCOMING EVENTS**

### **TEDCO – Technology Partnering Showcase – “Robotic and Automotive Technologies for the Marketplace”**

The Maryland Technology Development Corporation (TEDCO) and Aberdeen Proving Ground (APG) will host “Robotic and Automotive Technologies for the Marketplace,” a technology partnering showcase geared toward small businesses and entrepreneurs, as well as larger industrial companies and academia, on **Thursday, June 3, 2004** from 7:30 a.m. to 1:15 p.m. at Aberdeen Proving Ground's Top of the Bay. An optional tour of APG facilities will follow.

The showcase will highlight APG's robotic and automotive technologies available for commercial applications. Attendees will have the opportunity to explore these technologies and learn how they can use APG resources and expertise to bring products and services to the market.

For businesses wanting more information on the showcase, contact Ron Kaese at 410-715-4170 or [rkaese@marylandtedco.org](mailto:rkaese@marylandtedco.org) or visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **The College of Southern Maryland's Entrepreneur and Leadership Center – “The Nuts and Bolts of Running a Small Business”**

The Entrepreneur and Leadership Center at the College of Southern Maryland will host the next session in its series of small business community outreach seminars **Friday, June 4, 2004** from 8:30 a.m. to 12:30 p.m. “The Nuts and Bolts of Running a Small Business” will include sessions on finance and sales and provide information on accessing local small business resources.

For more information, visit [www.csmd.edu](http://www.csmd.edu) or call Jayne Hunsinger at 301-934-7581.

## **Baltimore County Tech Council – “Meet, Greet, Eat & Talk Technology”**

The Baltimore County Tech Council will host its Annual Spring Tech Breakfast on **Tuesday, June 8, 2004** from 7:30 a.m. to 9:30 a.m. at the Hilton Garden Inn in White Marsh. Attendees will have the opportunity to network and learn about new technologies being developed in Baltimore County. The guest speakers are Baltimore County Executive James T. Smith, Jr., and Community College of Baltimore County Chancellor Dr. Irv McPhail.

For more information, and to RSVP, please call 410-825-6200.

## **TEDCO – Funding Briefings**

This month TEDCO will hold two informational briefings to present details of its capital funding programs. The briefings will be held on **Friday, June 11, 2004** from 2 p.m. to 3:30 p.m. at TEDCO's Columbia offices, and on **Friday, June 25, 2004** from 2 p.m. to 3:30 p.m. at the Higher Education and Applied Technology (HEAT) Center in Aberdeen. The briefings will teach companies how to use TEDCO's capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility requirements, guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Linda Saffer at 410-715-4175 or [info@MarylandTEDCO.org](mailto:info@MarylandTEDCO.org).

## **Maryland Incubator Company of the Year Awards**

The Maryland Incubator Company of the Year Awards will be held on **Wednesday, June 16, 2004** from 6:30 p.m. to 8:30 p.m. at The Center Club in Baltimore. American Express Tax and Business Services, the Maryland Business Incubation Association (MBIA), the Maryland Department of Business and Economic Development (DBED), the Maryland Technology Development Corporation (TEDCO) and Saul Ewing LLP sponsor the award show, which recognizes the achievements of current and graduate companies within Maryland's incubators.

The event is by invitation only. For more information, visit [www.mdincubatoraward.com](http://www.mdincubatoraward.com).

## **Greater Baltimore Committee's (GBC) 2004 Bioscience Series**

The techcenter@UMBC announces that its Venable Entrepreneur-in-Residence, David J. Fink, Ph.D., will be the featured speaker for the GBC's 2004 Bioscience Series on **Tuesday, June 22, 2004** from 8 a.m. to 9:30 a.m. in Baltimore. Dr. Fink will lecture on “Lessons from Biotech Entrepreneurship.”

To register online, visit [www.gbc.org](http://www.gbc.org). For more information, call 410-727-2820, ext. 26.

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# **MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

## **Governor Ehrlich Presents \$50,000 to Real User Corp. from the Maryland Technology Transfer Fund**

Governor Robert L. Ehrlich, Jr., presented Real User Corporation \$50,000 through TEDCO's Maryland Technology Transfer Fund (MTTF). The funding will support Real User's work with the University of Maryland, Baltimore County (UMBC), to integrate its security product, Passfaces™, into UMBC's operational network. The company is located at the Chesapeake Innovation Center (CIC), America's first business incubator for homeland security high technology and a program of the Anne Arundel Economic Development Corporation.

Real User has developed Passfaces™, a biometric authentication technology that provides a secure and

reliable alternative to passwords without the need for any special hardware. With Passfaces™, computer users don't have to recall complicated passwords, but can instead gain access by recognizing and clicking on familiar faces, something that can be done intuitively by everyone regardless of language, education, culture or age.

For more information on the MTTF, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

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*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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